

CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: WWW.DPR.DELAWARE.GOV

PUBLIC MEETING MINUTES: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, August 1, 2013 at 9:30 a.m.

**PLACE: 861 Silver Lake Boulevard, Dover, Delaware
Conference Room A**

MINUTES APPROVED

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson (10:02 a.m. – 11:48 p.m.)
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Tammy Reagan, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member

ALSO PRESENT

Paul Olsen, Kent County School of Real Estate
Sal Sedita, Delaware School of Real Estate
Ronald Smith, Kent County School of Real Estate

CALL TO ORDER

Ms. Benson called the meeting to order at 9:52 a.m.

REVIEW OF MINUTES

Mr. Doyle moved, seconded by Ms. Klimowicz, to approve the June 27, 2013 minutes as presented. Motion unanimously carried.

NEW BUSINESS

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Review of Negative Instructor Evaluation – Ronald Smith

The Committee reviewed the evaluations of Mr. Ronald Smith, who taught the law portion of the pre-licensing course at Kent County School of Real Estate.

Review Correspondence Submitted by Mr. Smith

The Committee reviewed Mr. Smith's correspondence regarding the negative instructor evaluations.

Review of Negative Instructor Evaluation – Ronald Smith

Mr. Smith was present and addressed the Committee regarding the evaluations. Mr. Olsen, addressed the Committee on behalf of Mr. Smith, circulating correspondence he prepared for the Committee to review. Mr. Olsen voiced his concerns regarding the communication, or lack thereof, from the Committee to the Course Providers. Mr. Olsen also requested that a copy of the correspondence sent to the instructor regarding the negative evaluations be sent to the course providers as well. Mr. Olsen advised the Committee that he was not aware of new forms being available on the website.

The Committee discussed the situation regarding the negative evaluation of Mr. Smith. It was determined that while the course provider made a mistake by using obsolete evaluation forms, the instructor should not be punished for that error. Mr. Burns moved, seconded by Ms. Woerner, to withdraw the letter sent to Mr. Smith and not have his placed in his instructor file. Motion unanimously carried.

Mr. Doyle moved, seconded by Ms. Klimowicz, to propose that the Commission change Rule 11.2 of the Education Guidelines to state that a negative evaluation is when the instructor rates below a 70% overall in the instructor and course sections of the class evaluation. Motion unanimously carried.

Ms. Woerner moved, seconded by Ms. Brodoway, that when notification is sent to an instructor advising them of a negative evaluation that the correspondence be sent to the course provider as well. Motion unanimously carried.

Mr. Riale moved, seconded by Mr. Doyle, to send correspondence to the Kent County School of Real Estate, requesting that they be mindful in the future in regards to complying with the Education Guidelines and reviewing the Commission's website to ensure that they are using current forms. Motion unanimously carried.

Update from the Commission – Danielle Benson

Ms. Benson advised the Committee that the Commission stated that a complaint should be filed to the Division of Professional Regulation by any licensee or course provider if recruiting is taking place during pre-licensing or continuing education courses. It was suggested that if the Committee wishes to randomly monitor courses, then the letter of intent from course providers should be required.

Ms. Benson advised the Committee that the Commission decided that if a licensee takes two of the same modules, the duplicate course can be automatically accepted for the Module 7 requirement, without having to complete a student CE request form. Licensees will need to submit student CE request for courses to be applied to Module 7, until the changes become effective.

NEW BUSINESS

Review of Course Provider Applications

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Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance

Course Title: Investing in Real Estate with Your IRA and 401K Retirement Plan **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Real Estate Cycle Theory **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Current Issues in Real Estate Law **Denied – Pennsylvania Specific**

Credit Hours: 3.0

Module: 7

Course Provider: Kent County School of Real Estate

Course Title: Salesperson Pre-Licensing Course **Approved**

Credit Hours: 99.0

Course Provider: Long & Foster Institute of Real Estate

Course Title: Mastering the Art of the Short Sale **Approved**

Credit Hours: 6.0

Module(s): 6 & 7

Course Title: Assisting the Internet Consumer **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Century 21 Gold Key Realty

Course Title: Procuring Cause and Conflict Resolution **Approved**

Credit Hours: 3.0

Module: 4

Course Provider: Council of Residential Specialists

Course Title: CRS 111 Short Sales & Foreclosures: Protecting Your Clients Interests **Approved for 6 Hours, Not 8 as Requested**

Credit Hours: 6.0

Module(s): 6 & 7

Course Title: CRS 210 Building an Exceptional Customer Service Referral Business **Approved for 6 Hours, Not 8 as Requested**

Credit Hours: 8.0

Module(s): 6 & 7

Course Provider: The Frederick Academy of Real Estate

Course Title: Practices for the Commercial Agent & Commercial Broker's Lien **Approved**

Credit Hours: 3.0

Module: 6

Course Provider: Delaware School of Real Estate

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Course Title: Pre-Licensing Course **Approved Contingent upon Receipt of Current DOE Certificate**
Credit Hours: 99.0

Course Title: Legislative Landmines **Approved**
Credit Hours: 3.0
Module: 5

Course Title: New Agency – The Why's, How's and Wherefores **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Real Estate Investment Fundamentals **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Practical Tips for Listing Agents **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Navigating 2013 and Beyond **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Agent Etiquette **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: InterNACHI

Course Title: Home Energy Efficiency for Real Estate Professionals **Approved Contingent upon Receipt of ARELLO Certificate for 3 Hours, Not 8 hours as Requested**

Credit Hours: 8.0
Module: 7

Review of Instructor Applications

Mr. Doyle moved, seconded by Woerner, to recommend approval, denial or tabling, of the following items as noted below. Motion unanimously carried.

Gary Dodge **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 3 & 5

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

William Ferreri **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4 & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Carl Fischer **Approved**

Continuing Education: Module 7 – Tax Free Income for Life with Real Estate in Your IRA/401K

Brian Funk **Approved**

Continuing Education: Modules 3 & 5

Pre-Licensing Course: Real Estate Law

Kathleen Rylander **Approved**

Continuing Education: Module 7 – Seniors Real Estate Specialist (SRES); Accredited Buyers Representative (ABR)

Judith Alignan **Approved for Module 7 Only**

Continuing Education: Module 7 – Negotiation; ABR

Virgil Bullis Sr. **Approved**

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules: 1; 3; & 6

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Financing; Ethics; Real Estate Investment; Mathematics

Christopher Cashman **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education

Modules 1 – 6; Continuing Education Module 7 – Business Planning and Marketing; HUD Training

Pre-Licensing Course: Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

Warner J. Clark **Approved**

Continuing Education: Module 7 – Flood Insurance Basics

Jason Giles **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6, Continuing Education Module 7 – Agent Etiquette; Business Planning; Ethics or Professional Standards; Agency, Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal and Governmental Aspects of Real Estate; Real Estate Investment

Benjamin Gromicko **Approved**

Continuing Education Module 7 – Home Energy Efficiency for Real Estate Professionals

Dee Hake **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Contracts; Buyer Intake; Listing Presentations; Staging; Pre-Qualifying; Lead Generating; REOs; Relocations; Foreclosures; Shortsales; Upcalls; Do Not Call; Do Not Fax; Advertising; Marketing

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

Albert Hughes **Approved**
Continuing Education: Module 7 – Real Estate Cycle Theory

Salvatore Sedita **Approved**
Continuing Education: New Licensee Modules 1 – 4, Continuing Education Modules 1 – 6; Continuing Education Module 7 – Agent Etiquette; Ethics or Professional Standards; Business Planning; Agency; Fair Housing

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams requested that the Committee members' interested in volunteering with the Annual Seminar, send the registration forms to her directly.

PUBLIC COMMENT

There was no public comment.

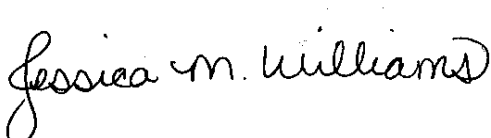
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, September 5, 2013 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Doyle moved, seconded by Ms. Brodoway, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:48 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II